MEN AND MISSIONS

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The Golden Rule in Foreign Trade

Honesty, genuine products, service, these are terms worth treasuring in our relations with the nations of the earth.

George E. Holt

WITH every added opportunity, either of the individual or of the State, comes added responsibility. No man extends the circle of his influence, no man changes his status in the organization of the community, no man adds a dollar to his wealth, without assuming new responsibilities towards the human race. So, no State extends its influence in the concert of nations, no State changes its status in world politics, no State adds to the wealth of its citizens, without increasing its responsibilities to mankind.

THE STANDARD OIL COMPANY IS MOST SUCCESSFUL ABROAD BECAUSE IT IS A CAREFUL STUDENT OF THE DESIRES OF CUSTOMERS.

To-day, with most of the world embattled, the United States faces the greatest opportunity of its history, perhaps the greatest opportunity ever offered a nation by a combination of world events.

The new demands on international law force us to extend our influence among nations. The noisy forum of world politics forces us to attain new heights in diplomacy and ethics. The readjustment of world commerce forces us into marketplaces. Opportunity does not run ahead and beckon; it has us by the hand, leading us to our destiny. This means that because of the increase of our influence, because of higher national status, because of our developing trade, our responsibilities are equally increased.

It is not the province of this article to discuss what we may do as a nation in world politics or in world diplomacy. The writer wishes only to point out some of the questions, both practical and ethical, connected with the extension of American trade, particularly with the South American nations, for it is with them that the most intimate commercial bonds will be established and it is with them, first of all, that we must show ourselves worthy of our increased responsibilities.

Upon the attitude of American exporters and their representatives will depend to an appreciable extent their opinion in the coming years. Public opinion is formed as surely by commercial relations as by governmental ties. The exporter who builds up a reputation for honesty, for fair dealing, for considerations, will do much to accredit the United States in the eyes of our South American brothers.

The United States must adopt as its commercial declaration the Golden Rule. "Made in the U. S. A." is not sufficient, unless that phrase in itself stands as a guarantee that American-made goods are honest, that to the masthead of our foreign-bound vessel is nailed the motto: "We do unto others as we would have others do unto us." Only thus can confidence in our integrity be established.

I do not understand that the Golden Rule in business should mean only absolute honesty. It must mean that, of course, but I think it should mean consideration as well. As a former consular officer and as one who has discussed export trade with consular officers from the four corners of the earth, I believe that most of the incidents which bring discredit upon American exporters are due to

ignorance or to lack of consideration—not to intention. Yet the result is largely the same. The merchant in Singapore who finds himself deprived of his legitimate profit because of unexpected over-charges resulting from errors of shipment or packing, is apt to feel just as harshly towards the American firm from whom he has made his purchase as though that firm had intentionally defrauded him. In short, when the foreign buyer purchases an American-made article it should be that he does not buy only the article, but that he buys *service* as well. He should be entitled to all consideration and carefulness on the part of the American exporter which will protect him from disappointment. No doubt there are American firms which are dishonest, just as there are such firms in every land of the earth. But for every such there are a hundred which are ignorant or carelessly inconsiderate. We cannot afford to sell our goods under the mark of *caveat emptor*—let buyer beware. We owe to every foreign buyer the duty of courtesy and consideration as well as honesty.

Ignorance is only another form of lack of consideration. The American ordering from abroad expects the firm from whom he makes his purchase to use every effort to protect his interests. He expects his purchase to be "honest goods," he expects that it will be packed in the best way, properly addressed, insured if necessary, shipped by the proper route. In other words, he expects service—consideration—to be covered by his purchasing price.

That is what *we* must give *our* buyers.

Perhaps it will be well to point out some of the ways in which our exporters are sometimes ignorant, or inconsiderate — errors which we must not continue to make if we are to prove ourselves worthy of our destiny.

Our quality must be maintained —always.

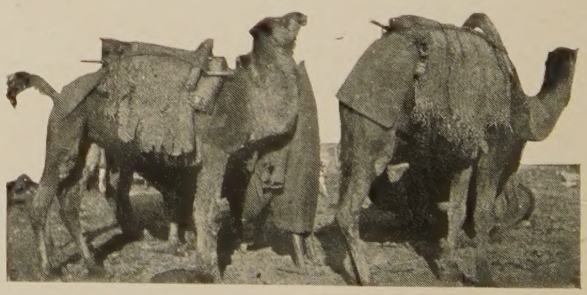
Sometimes in the past we have captured a market through the quality of our goods, and then have lost it by dumping upon the market products of an inferior grade. As a rule, in these cases, we invaded the foreign market because domestic conditions were bad and we needed new blood in our business veins. But it was short-sighted, and dishonest, for us to get rid of inferior goods when, after a year or two, the home market revived and made us again independent of foreign customers.

Our prices must be honest and stable.

We must not have a special "introductory" price—perhaps below actual cost, which, once the market is captured, is to be supplemented by an advanced price. That is securing a market by false pretense, for it is natural for our customers to suppose that the original prices will remain, unless modified by changed conditions of raw material, labor, etc. In changing the prices of an article from an introductory figure to a higher one, we not only bring discredit upon ourselves with the foreign buyer himself, but with his customers—perhaps the retail trade. It is manifestly unfair to train people to use an American product, at a certain price, when we know that as soon as they are so trained the price will be raised.

We must extend proper credits to such individuals or firms as are entitled to them by their financial status.

One of the greatest obstacles to the development of our foreign trade in the past has been the refusal of our exporters to offer to foreign buyers the credit terms granted cheerfully by European exporters. There has been some reason for this attitude, it is true. American exporters have been unable to establish the credit ratings of foreign buyers in many countries because of lack of connections. In other cases we have failed to use such sources of credit information as



IN SOME PARTS OF THE WORLD THERE ARE NO RAILROADS, BUT THE CAMEL TAKES THE PLACE OF FREIGHT SERVICE.

were available. But as credits are the basis of trade development, we must overcome this obstacle. We have and are establishing credit men in South America, and the branches which are being opened there by some of our banks, will assist greatly in a solution of the problem. Credits must be given; it is only considerate of us to grant that which we ourselves insist on. And it is obvious that there is no more reason for the foreign buyer to trust us than us for to trust him.

Goods should be marked in accordance with the desires of the purchaser. It may seem unimportant to us, for example, whether a trade-mark is on the front or back of a carton—but it may actually spell profit or loss to him. Local, even individual, tastes must be considered. We must remember that the purchaser in Chili knows better than we what his customers want. Consideration for his success demands that we mark our goods in accordance with his wishes.

We should so pack our goods as to prevent damage, over-charges, etc.

We are notoriously lax in our methods of packing for foreign shipment. We pack insecurely, so that the goods are damaged. We pack in too large cases, so that the contents must be repacked, if for instance they have to be transported on mules or donkeys. We fail to pack against bad weather. We pack in flimsy cases or crates which cannot possibly stand the strain of a long voyage. That is lack of consideration; our duty to the foreign buyers—even business foresight —demands that we exercise more care in this respect.

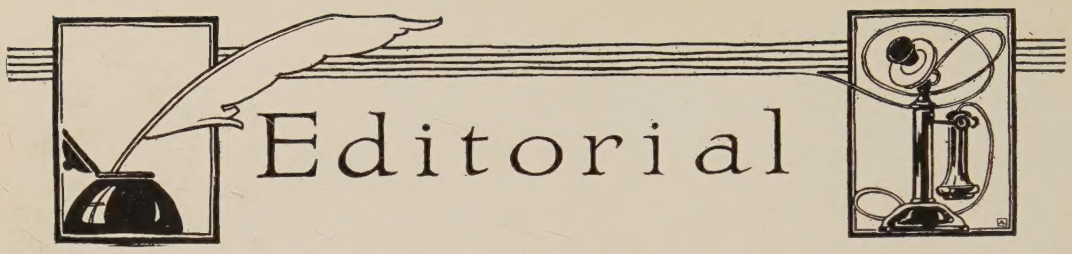
We must study thoroughly the business of shipping in order that time and money and labor may be conserved through a selection of the best possible route. As a rule the foreign buyer himself indicates the route by which his goods are to be shipped, in which case his request inevitably should be complied with. But in the event that the selection of a route has been left to the American exporter, he should be able to select that one which will give his customer the best service.

We must be honest in our advertising; whether that be a display in a South American newspaper or a statement in a business letter. Other nations have not become accustomed to discounting the statements of advertisers. If what we offer is worth having, there is no need to exaggerate, to be untruthful, to be ambiguous, in the advertisement of it. Consideration for the South American buyer, common sense concerning our own commercial interests, urge that we do not let him invest his money under misconceptions.

We must keep our promises in all things. Sometimes it will cost us money to do so, but the greater gain will be there. And we must not hesitate at making promises, especially those which will guarantee fair treatment to our patrons. If we promise a certain quality, that quality should be given. If we promise a certain price, that price should be a fair one, and one which can be maintained. If we promise proper marking, suitable packing, prompt shipment—we must keep our promises. For in that way, and in that way only, can we show ourselves worthy exponents of the Golden Rule in Export Trade.

And, in conclusion — let us not forget that a large part of the world was engaged in foreign trade before Columbus braved the Atlantic waves. Let us show a trifle of humility in the great commercial opportunity confronting us, remembering that it is wisdom to learn.

ITALIAN FLOUR, JUST LANDED IN NORTHERN AFRICA. AMERICAN FLOUR HAD A FOOTHOLD IN THIS CITY, BUT LOST IT THROUGH "QUALITY."



A New Era of Service

WITH this issue MEN AND MISSIONS begins its eighth year. Old friends will note the changed appearance of the magazine and will discover several new features. To our new friends we announce that the magazine will appear from month to month in a cover in colors, each with a distinct message. A brief word about the cover will be found in the second column on the inside cover page. Short sketches of our authors will appear on page one. Under the caption, "Ways that Win," Fred B. Fisher will edit a department of methods. The distinguished company of workers who have promised to contribute to this department gives promise of an unusually suggestive and stimulating series of discussions and illustrations of achievement in building up the life and power of the local Church.

Other special features are under consideration. Every possible effort will be made to secure articles which will appeal to men.

The magazine will continue to be as formerly, the official representative of the Laymen's Missionary Movement and a means of expression of its aims, ideals, plans and campaigns. It furnishes an indispensable point of contact with many leading men of the cities of the nation who have been influenced by the message and life of the Movement.

MEN AND MISSIONS, therefore, enters upon another year with high hopes of contributing much of real worth and far reaching significance to the accomplishment of the world-wide tasks of Christianity and will endeavor with all other friends of Christ to push back the frontiers of sin and set up the kingdom of God.

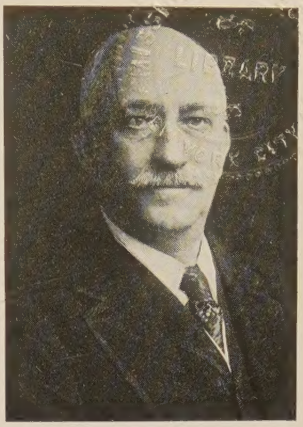
Friendly Relations Among The Americas

THE attention of the Christian world was focussed upon Latin America as never before by the Congress on Christian work in Latin America last February. Those who attended formed a small but very influential company. The rank and file of Christians have read something about the Congress in the papers, but the great mass of information gathered for the Congress by hundreds of workers during many months of study and investigation has not been available to the public until now. The publication this month of the report of the Congress opens up to all who desire it the very latest and most comprehensive information regarding the Latin America field. No earnest lover of missions can afford to miss the careful perusal of these volumes. In view of the fact that these books have now been published and also because the theme adopted by the churches for special study this year is "The Two Americas," considerable space is given to the subject in this issue.

Knowledge, friendly relations, sympathetic intercourse, the spirit of service—these are the elements which are most needed now to bring about a Christian internationalism throughout the Western Hemisphere. There have been many misunderstandings, there is much false pride, there is much selfishness which passes for patriotism. These can be neutralized and counteracted only through knowledge, and by the promotion of friendly relations. In the series of reports presented at the Congress, there are represented the experience, knowledge and convictions of a group of strong and very influential Americans from North and South America. Their message is worthy of the most careful consideration.

"Faithful and True"

These words, spoken of Mr. J. Edgar Leaycraft, at his funeral, are a fitting tribute to his memory.



J. EDGAR LEAYCRAFT.

AGAIN the membership of the Executive Committee of the Laymen's Missionary Movement has been invaded by death. The toll has not been numerically heavy since the Committee has been organized—only three—but certainly the shafts have been levelled against shining marks. John B. Sleman, the conceiver of the Movement; Dr. Capen, its first Chairman, and now Mr. J. Edgar Leaycraft, a man unusually representative of lay activity, not only in the Methodist Episcopal communion of which he was a member, and in the Church generally, but also because of his conspicuous and helpful service in civic and philanthropic phases of community and State life.

Mr. Leaycraft was one of the charter members of the International Laymen's Committee, and member and chairman of the Methodist Movement. He was instant and constant in contributions of time, of service, and of means, to the Movement which commanded his intelligent and earnest support. A list of all the organizations and interests with which he was related would be impracticable; but in the matter of missions he was for many years a leading member of the Methodist Board of Foreign Missions and chairman of the New York City Missionary Society. He visited the foreign fields, and was interested particularly in India, to which his only daughter and her husband were missionaries. Of the needs of the great city of his love he was a careful student and also a sympathetic administrator of the society whose purpose is to aid in relieving them.

Mr. Leaycraft's death was sudden and unexpected. He lived but two days after an attack that came to him while engaged in the work of a committee of the Foreign Board of which he was chairman. A surgical operation for his relief was resorted to without avail. His life went out as quickly and as quietly as fades the summer sun.

On July 6th the funeral services were held in Madison Avenue Methodist Episcopal Church, of which he was a member and chairman of the Board of Trustees, and were in charge of Dr. Worth M. Tippy, the pastor. Mr. Alfred E. Marling, a member of the Laymen's Committee and chairman of the International Committee of Young Men's Christian Associations, spoke for the various civic, philanthropic and lay bodies of which Mr. Leaycraft was a member; The Rev. Millard F. Robinson, Secretary, spoke for the New York City Missionary Society, and Dr. Frank Mason North, Corresponding Secretary, for the Methodist Foreign Board and for the Church generally. The auditorium was filled with representatives of the many boards and societies with which Mr. Leaycraft has been connected.

It was a note of triumph that dominated the memorial services, a faithful and true servant of God and of men had been lovingly called from labor abundant to rest eternal. "His life was gentle, and the elements so mix'd in him that Nature might stand up and say to all the world, 'This was a Man!'"

Two Men of Might South of Panama

One is the head of a family to which the New York Times recently gave a whole page. The other is a preacher, editor, author, evangelist, leader of great enterprises, of whom any nation might be proud.

Thornton B. Penfield

IN educational progress, Uruguay leads the countries of South America; and unquestionably the most prominent figure in that remarkable group of educators in Montevideo, the capital of the country, is Professor Eduardo Monteverde.

He is a man of both national and international influence, a native of Montevideo, a graduate of the engineering department in the National University of Uruguay and at present professor of the department of mathematics in the University. He has been prominent in the political life of the nation, his platform being that the welfare of a country does not rest upon political parties, but on the individual character of its citizens. This has led him to give himself intensely to education and the promotion of Christian and philanthropic enterprises.

EDUARDO MONTEVERDE AND ALVARO REIS.

Due to his initiave, the Young Men's Christian Association was organized in Uruguay; and he has consistently been the center of its life and work. Professor Monteverde's charming personality is largely responsible for his great popularity among the University students. He is the author of several text-books widely used in South America. He was the city engineer of Montevideo for a number of years and stands high among Uruguayans irrespective of party or creed. He was a delegate to the Pan-American Scientific Congress in Washington, D. C., in 1915, and was elected President of the Congress on Christian Work in Latin America, held in Panama last February.

He is superintendent of the Sunday-school of the Methodist Episcopal Church in Montevideo, president of the Young Men's Christian Association of Uruguay and recently added to his other duties and responsibilities, the secretaryship of the Young Men's Christian Association of Montevideo where he is associated with Mr. P. A. Conard.

Professor Monteverde comes of Roman Catholic ancestry, but as a young man was brought under the influence of the Rev. Dr. Wood, one of the most cultured missionaries ever sent to Latin America; and in his early manhood he felt his personal need of a living Christ. He is a man of deep religious life and he lives his religion day by day. His home is one of the most ideal homes to be found the world over. Both he and his sweet, winsome wife seem like an older brother and sister to the eleven beautiful children to be seen to-day in the Monteverde home. It is not strange that the New York Times devoted a page to this remarkable group

of parents and boys and girls. They are worth giving the space to. Talk about the riches of South America—Professor Monteverde's home is a case full of sparkling jewels!

After you have seen them all, you come back in thought to the head of the home. There are many beautiful and wonderful mothers in South America—would to God there were more like Mrs. Monteverde! What South America needs to-day is such mothers as she and husbands and fathers and consistent Christian statesmen and leaders like Professor Monteverde.

* * *

The tearful wife of a young employee of the United States Government in Panama expostulated in the hospitality office of the Congress on Christian Work in Latin America, last February:

"When I said I would entertain a delegate, I supposed you would send me an American. Your notice says I'm to have a Brazilian preacher named Reis. Oh! I'm so disappointed! I telephoned you right away that it wouldn't do. My husband would never stand for it. Couldn't you give me one of your distinguished speakers?—Somebody like that fine looking man over there?"

Great was her astonishment and dismay when she was informed that the gentleman to whom she pointed was the Rev. Alvaro dos Reis, pastor of the First Presbyterian Church of Rio Janeiro and that in accordance with her telephone instructions he was to be entertained in another of Panama's hospitable homes.

Rev. Alvaro Reis is as good as he looks. Of commanding appearance and scholarly mien, he has all the grace and courtliness of his Portuguese ancestry. He is an easy conversationalist — speaks good English and is a born orator. His birthplace was in the country near Sao Paulo, Brazil, and he is about fifty years old. His parents were Roman Catholic. He was early led to Christ and was one of the three boys who composed the first class in the American School in Sao Paulo. He has had a practical education, has worked as a machinist and then as a traveling salesman. He became prominent through his writings for the religious press while serving for nine years as a frontier missionary after he had completed his theological studies.

In 1897 he was called to become the pastor of the oldest as well as the most important National church in Brazil, where he still is. At that time the church was barely self supporting. He has built up the work until it has to-day thirteen hundred members, and has in addition sent out from the parent church five branches that have been nursed by the home church into positions of independence and self-support:— in some instances already owning their own church properties. Under his ministry six of his young men have gone out to the theological seminary and thence into the active ministry.

As the editor of *O Puritano,* the leading evangelical weekly of Brazil, if not of South America, he has even a larger pulpit than that of the First Presbyterian Church. He and his church have been largely responsible for the building and maintenance of the Rio Janeiro Evangelical Hospital in its significant service in Latin America. He is easily the most prominent religious leader of his city; was a delegate to the World's Missionary Congress in Edinburgh, Scotland. In Lisbon, Portugal, he founded a mission, for which both pastor and support have been furnished by the Presbyterian Church in Brazil ever since. Although Mr. and Mrs. Reis have had no children, they have in succession adopted seven or eight; and they take particular delight in their grandson, a beautiful child, the son of the oldest adopted daughter.

Alvaro Reis is a scholar, a poet, an author, an editor, a worker; he is a successful soul-winner, a remarkable leader, and what is more he has the deep love and profound respect of those who know him best.

Pan America & Pan Americanism

Many forces are at work in the building of the new internationalism and the Church has many allies in its tremendous program for saving all of life.

John Barrett

THIS is a time when every man interested in advancing the moral influence, in strengthening the prestige, and in extending the commerce of the United States among the nations of the world should be giving special attention to the subjects of "Pan America" and "Pan Americanism." Never before in the history of the United States, or since the declaration of the Monroe Doctrine in 1823, has there been such reason to give heed to the meaning of these terms. The power of "Pan America" and the principle of "Pan Americanism" must bear most directly in the future upon the development not only of the United States but of each one of the other twenty American republics. It is becoming evident that not one of the nations of the Western Hemisphere can successfully work out its destiny without the friendly cooperation of its sister republics. There is no limit to the use of the power of Pan America and to the application of the principle of Pan Americanism in advancing the cause of Christian civilization and peaceful progress throughout the world.

JOHN BARRETT, DIRECTOR GENERAL OF THE PAN AMERICAN UNION.

The imagination is fired by the thought of what the twenty-one republics of the Western Hemisphere can accomplish in the evolution of society, governments and peoples, by standing together for what is best and noblest in international relationships. A feeling, on the other hand, of depressing sadness overwhelms one when he thinks of the disaster to the progress not only of the Western Hemisphere but of the world which would result from lack of cooperation in the American group of nations or from continual dissensions among them. United, mutually sympathetic and controlled by deep-seated good-will towards each other, the American republics will not only be able to preserve peace among themselves but practically compel peace throughout the world, through their example, influence and power. There could be no nobler record than that the historian of one hundred years from now should declare that the first mighty combination of nations in the history of the world to be most effective for the permanent peace of the world was that of the twenty-one republics which now form the constituency of that great international organization known as the Pan American Union.

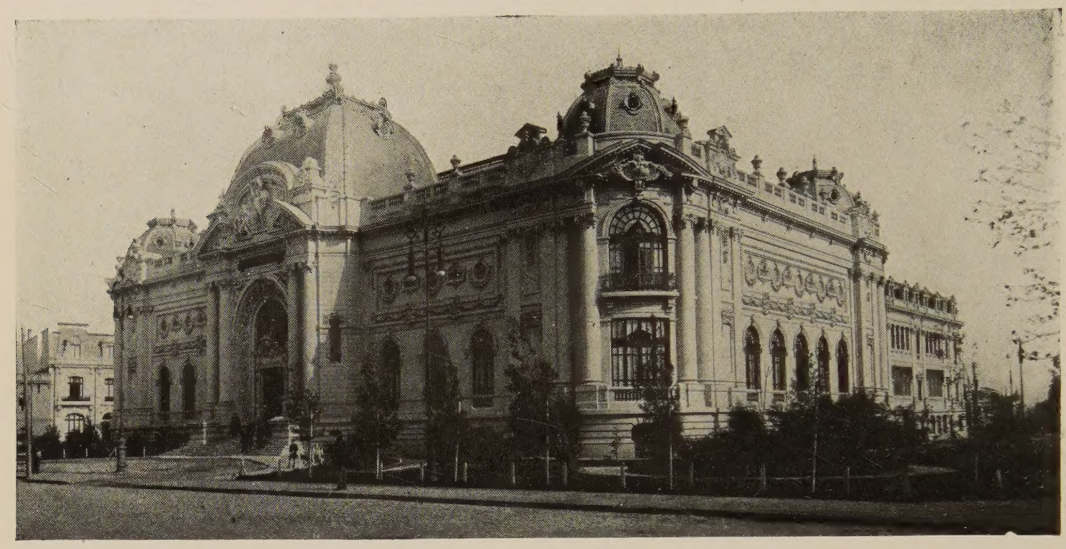
Before we go further, therefore, in a discussion of the subject, let us note the principal characteristics of this Pan American institution. Some men are intimately acquainted with it and its work; many are aware that it has conducted and is carrying on a vast propaganda for friendship, commerce and peace among the American republics; but the average man has only a superficial and vague conception of its usefulness. Defined in a sentence, the Pan American Union is the official international organization of the twenty-one American republics — the United States and its twenty sister Latin American governments — maintained in Washington by their joint contributions, each government paying part of the expenses in proportion to its population; controlled by a Governing Board composed of the Latin American diplomatic representatives in Washington and the

THE HOME OF THE PAN AMERICAN UNION, WASHINGTON, D. C.

Secretary of State of the United States; administered by a Director General, who is elected by the vote of this board and is, therefore, strictly an international officer, and who is assisted by an expert staff of authorities on commerce and trade, international law, tariffs and local national laws, education and history, social and general progress, together with translators, compilers, librarians; and devoted to the advancement of good understanding, intercourse, commerce and peace among them all.

Housed in a building in Washington which, in a sense, can be described as the Capitol of the Western Hemisphere, it is the common meeting place of the officials and peoples of the Western Hemisphere. When the buildings and grounds of the Pan American Union were being planned, it was my privilege, as the executive officer, to outline to the architects what was desired. I told them that we wanted a structure which would be, first, a lasting and beautiful monument to the great principle of Pan Americanism, and the cooperation of the American governments for their common good; second, a practical office to carry on the work of Pan Americanism; and, third, a place which the people of all nations would love to visit and which would, therefore, inspire them to have greater pride and interest in Pan Americanism. As to the first two points of beauty and usefulness, a great living French architect has described the Pan American Building as "combining beauty of architecture and usefulness of purpose, for its cost, more than any other public building in the wide world." As for its being popular with the people, it can be cited that, beginning with an average of about fifty casual visitors a day when it was first dedicated in 1910, it is now visited by an average of five hundred to a thousand persons a day, an attendance which ranks almost next to that of the Capitol and Congressional Library!

The Pan American Union is a great international bureau of information, endeavoring to supply data and answer inquiries relating to every American republic and to every phase of Pan American history and development. It publishes a monthly Bulletin in separate English, Spanish, Portuguese and French editions, which are carefully illustrated, printed on high grade paper, and featured with interesting articles and descriptive data relating to the progress of all the American republics. It possesses a library, known as the Columbus Memorial Library, of thirty thousand volumes, which is the best up-to-date practical collection of Americana in the world. This is indexed by one hundred and sixty thousand title and subject cards. It



ART GALLERY, SANTIAGO, CHILE.

has a collection of nearly twenty thousand photographs taken in the republics.

Possibly the most commanding feature of the Pan American Union as an international organization is its Governing Board, which in its meetings and responsibilities has no counterpart in the world. Its governing board room is unique among the rooms of the world, for it is the only chamber in which the plenipotentiaries of a large group of nations regularly, officially and by international agreement meet on a stated date, the first Wednesday in each month, to consider, in frank, friendly and untrammeled discussion, ways and means of promoting the common welfare of that group of nations. When this Board assembles there sit about the table, elbow to elbow, according to rank, the plenipotentiaries of twenty-one nations and of one hundred and eighty millions of peoples. That these meetings have been an all powerful influence for preserving the peace of the Western Hemisphere and promoting friendship and commerce among the constituent nations no one can deny who is familiar with the history of the Pan American Union.

I have devoted this space and attention to the Pan American Union because I want the readers of MEN AND MISSIONS to appreciate fully the work and scope of this international organization and the fact that it is always ready to provide information or answer questions relating to the countries and peoples of Pan America. I want also to extend an invitation to everyone who reads this article and who may visit Washington to call at the Pan American Building, look upon its architectural beauties, make use of its facilities and be inspired by what it represents to do what he can to promote practical Pan Americanism.

Now let us consider just what Pan America actually means. Taken in its broadest definition of "All America," it would include the whole Western Hemisphere from the Arctic to the Antarctic, not only the twenty-one independent American republics, but Canada and other European possessions. Politically, however, Pan America and Pan Americanism at the present time comprehend the republics alone, or those forming the constituency of the Pan American Union. It is the hope of all good Pan Americans that in the near future some way may be devised to make Canada and other European possessions at least honorary members of the Union, and so be comprised in political Pan America. Pan America in its political sense indeed represents a vast area, population and commerce. The twenty-one republics have an extent of over twelve millions of square miles, a population of one hundred and eighty millions, and an annual foreign commerce valued at eight billions of dollars.

AVENIDA RIO BRANCO, RIO DE JANEIRO, BRAZIL.

Looking next at the Latin American section of Pan America and what is back of its participation in Pan Americanism, we can not fail to be impressed with the fact that its twenty republics, reaching from Mexico and Cuba south to Chile and Argentina, cover an area of nine millions of square miles, possess a population of eighty millions, and conduct an annual foreign trade valued in excess of three billions of dollars. When we bear in mind that this area is nearly three times the connected area of the United States, that this population is four-fifths that of the United States and increasing more rapidly by reproduction, and that this commerce is extraordinarily great in view of the fact that these countries lie south of the great eastern and western routes of trade and travel and have only recently come prominently before the world's eye, we can not avoid the conclusion that they are enormously potential and worthy of our closest study.

There are certain other striking geographical and physical facts suggesting stupendous achievement and development in the future, which we can not overlook and which we do not generally realize. Into Brazil could be placed the entire connected area of the United States with room for an extra New England and New York. Out of the Amazon flows every day five times the flood which the Mississippi pours into the Gulf of Mexico. Vessels as large as those which go up to New Orleans on the Mississippi could go two thousand miles up the Amazon to Iquitos in Peru. Rio de Janeiro, the capital of Brazil, has a population of one million two hundred thousand and is located upon one of the most beautiful harbors of the world. Uruguay is small in area but supports a capital city, Montevideo, with a population of four hundred and fifty thousand. Argentina, like Uruguay and southeastern Brazil, lying almost entirely in the south temperate zone, covers an area equal to all that section of the United States east of the Mississippi River. It has a greater reach from north to south in the south temperate zone than has the connected area of the United States in the north temperate zone. Buenos Aires, its capital, is the largest city in the world south of the Equator; the largest Spanish speaking city in the world; the second Latin city, ranking after Paris; and the third city of the Western Hemisphere, ranking after New York and Chicago, with its population of one million eight hundred thousand.

Chile, on the temperate western coast of South America, has nearly double the Pacific shore line of California, Oregon and Washington. Its capital city, Santiago, with a population of five hundred thousand, is often called the "Paris of the An-

des." Into Bolivia could be put Texas twice over with additional room for New England. Into Peru, also on the Pacific Coast, could be put the entire Atlantic Coast group of states from Maine to Georgia. Either into Colombia, which has nearly four hundred miles of coast on both the Caribbean and Pacific, or into Venezuela, with its long Caribbean Coast, could be placed both Germany and France combined. Similar impressive comparisons as to area and potentiality might be made in the case of Paraguay and Ecuador in South America proper, and also of Panama, the five Central American republics of Costa Rica, Nicaragua, Honduras, Salvador and Guatemala, of Mexico, and of Cuba, the Dominican Republic and Haiti but the limitations of this article will not permit of further details.

Were it possible it would be most interesting to supplement these observations with a discussion of the educational, the social, the economic, and the political development of the Latin American republics. Only a few general facts can be stated. One truth should be emphasized at the outset, and that is that all Latin America is entering upon a wonderful new era of every variety of progress which is commanding, and will command, the admiration of the world. North American appreciation of Latin America has been too much handicapped by ignorance of its real conditions. There has been too much of a tendency in the United States and even in Europe to patronize Latin America and Latin Americans and not give them the credit which they deserve.

There is too little appreciation, moreover, of the educational, literary and artistic development of Latin America. Because of our lack of knowledge of the Spanish and Portuguese languages we know little of the long list of poets, essayists, historians and editors who have inspired the Latin American peoples to their history and record of achievement. The stories of San Martin,, O'Higgins, Artigas, Jose Bonifacio and Sucre in the south with those of Miranda, Bolivar, Morazan, Hidalgo, Juarez and Marti in the north, are of the kind which should be known to every student of history and every schoolboy who would be inspired by the patriotic achievements of early Latin America heroes.

It is not my purpose to suggest for a moment that the Latin American countries and peoples have not numerous shortcomings in their civilization, in their governments, in their educational systems, and in other various ramifications of life and administration, but in the United States we are very far from achieving a perfection that will enable us to live in a "glass house," while as to Europe, it can nevermore, in the light of its great war, say unkind things of the Latin American governments and peoples. Latin America is going through a process of evolution and growth that is as varied as that of Europe. There is as much difference among the Latin American countries as there is among those of Europe and also among the states of the United States. Some countries, some cities, and some peoples show a far greater progress and evolution of civilization and commerce, together with a development of their wealth, resources and trade, than do others. It is a mistake to lump all Latin America together. Each country should be judged by itself and each be given credit or criticized according to its individual characteristics.

In conclusion, let me say, as one who for nearly sixteen years has labored incessantly and untiringly in his humble way to promote the cause of Pan Americanism, first as United States Minister in three Latin American countries and later as the executive officer of the Pan-American Union, and who, therefore, is intimately familiar with each and all of the Latin American governments and peoples, that I have sincere and unbounded confidence in their capacity for future development, and that all of them will, during the next twenty-five years, and as several have done during the last twenty-five years, demonstrate their right and capacity to the fullest recognition in the world family of nations. If what I have said, in touching only a very few of the "high places" in a study of Pan America and Pan Americanism, may inspire those who have read this article to further investigation, I hope they may seek the cooperation of the Pan American Union in Washington, or appeal to me direct as its executive officer.

A Message to the Laymen of Iowa

Many readers of MEN AND MISSIONS will recall that Henry Wallace of Des Moines, Chairman of the Laymen's Missionary Movement Committee of that city, died at the memorable closing session of the Convention held in Des Moines last spring. His son, John P. Wallace, speaks a stirring word in "A Message to the Laymen of Iowa," which was sent out to a selected group of men in his state on the occasion of his appointment to the position of chairman of the committee which his father had so ably filled.

My father was called to his reward in the closing hours of the laymen's missionary conference, in the activities of which he was so deeply interested. I need not tell you of his strong convictions in the cause of missions, or of his firm belief that the laymen of the churches would do their full duty by this great work. His remarks at the convention, demonstrated this beyond anything within my power to say.

I have been asked to take the chairmanship of the committee left vacant by his death. I realize that I cannot fill this office as he would have filled it, and the purpose of this message is to ask you to share with me the responsibility. As he would have liked to see the interest of Iowa laymen grow, let us make it grow, until the cause of missions, both home and foreign, is a real thing in the life of every layman.

How can we help, you ask? If father were here, I believe he would say to us:

First—Ask God's help and guidance. Whenever father had any problem, this was his source of help, and he always received liberally as he asked. He spent much time daily in prayer, and in the study of God's word. I am firmly convinced that this was the source of his power and influence for good. As he was receptive and willing for service, so must we be, putting aside the things that hinder our fullest development. We must be responsive to God's will, ready to do what we see needs to be done.

Second—Let us serve our church and help our pastor to the limit of our ability. Don't wait to be asked to do some big thing. Tell your pastor that you want to help his work in any way you can; that you are willing to do the best you can at anything he wants you to do. This will encourage him more than you realize.

Third—Let us take a real interest in our fellow men. Many are outside the church simply because we have not done our part. They do not really know that we want them to be Christians; that we want their help in making the church a vital thing in the life of the community which it serves. How many men have you ever talked to about becoming Christians? We need God's especial direction in this. If our life is not touching others, we should ask ourselves why.

Fourth—Let us study what missions really mean. Lack of knowledge on the part of the men in the church is holding back this great cause more than any one thing. If you do not know, find out what your church is doing, and what is being accomplished by other churches. Let us do a real man's part in the extension of the Kingdom of God.

Fifth—Get back of the men who are on the mission fields. They have given their life to the cause. Our financial backing puts them in a place where they can do the greatest work in the most effective way. Our gift will be small, no matter how many dollars it represents, as compared to their gift. We cannot do the work they do, but we can multiply many times their work by real giving.

To sum it all up, here are the things I believe my father would ask us to do: Ask God for guidance and help; offer our service to our pastor; take a real interest in our fellow men; study what has been done; get back of the men who are giving their life to the cause with our liberal financial support.

I ask you if this is not a reasonable program? Will you enlist for service?

It comes to me that it may have been God's plan that father's life should have been taken as it was, in order to impress his service for the Master on the laymen of Iowa, that they might see the reward of service, and might receive as individuals and as a body his vision of the opportunities for service, both at home and abroad.

Nuggets From a Gold Mine

THE MEN BEHIND THE GUNS AT PANAMA.

The Field

Latin America has an area of about 8,500,000 square miles and a population of about 80,000,000, or less than ten persons to each square mile. A century ago there were only 15,000,000.

Politically, Latin America is composed of twenty republics, ten to the north and ten to the south of the Panama Canal, with which are grouped colonies of France, Great Britain, Holland and Denmark and territory administered by the United States.

Argentina, with an area of 1,153,000 square miles, has a population of about 7,500,000, or less than seven to the square mile. New York State with 49,000 square miles has a population of 9,000,000. In other words, Argentina has twenty-three times the area of New York State and about seven-ninths of the population. If Argentina were as densely populated as New York State, her people would number 220,000,000. Brazil has over 200,000 square miles of territory in excess of the whole of continental United States, but has less than one-fourth as many people. Chile, with a territory nearly as large as Norway and Sweden, has less than one-half the population.

Paraguay is larger than all the New England states. Uruguay surpasses North Dakota in size. Peru is nearly five times the size of Japan, and if it contained the same number per square mile as Japan, its population would be 280,000,000. Bolivia in area is equal to Washington, Oregon, California and Nevada. Colombia and Venezuela are two large republics with a combined area of 855,000 square miles, or equal to Austria-Hungary, Germany, France and Spain. If Colombia and Venezula were as densely populated as was Germany in 1910, they would have 265,000,000. Dutch Guiana is nearly four times the size of its mother country, Holland. British Guiana contains more square miles than England, Scotland and Wales. French Guiana is nearly twice the size of Switzerland. Cuba and the Dominican Republic have a fourth more area than Java, but only about one-tenth of the population. Porto Rico and Haiti are more densely populated, having respectively 315 and 245 persons to the square mile. The Central American States have nearly twice the area of Italy, but only about one-seventh of the population. Mexico is a country one-fourth the size of the United States.

The 80,000,000 of Latin Americans can be roughly divided into the following classes:

Whites	18,000,000
Indians	17,000,000
Negroes	6,000,000
Mixed White and Indian	30,000,000
Mixed White and Negro	8,000,000
Mixed Negro and Indian	700,000
East Indian, Japanese and Chinese	300,000
	80,000,000

A few hints of the riches contained in the Panama Congress reports—enough to put a sharp edge on the desire to know more.

BUSINESS COMMITTEE OUTSIDE THE TIVOLI HOTEL.

Argentina and Uruguay are almost purely European and have nearly one-half of the all-white population of Latin America. Of the 24,000,000 in Brazil approximately one-third are white, one-quarter negro, five-twelfths mixed, including an indeterminate number of Indians. Chile has a European population largely homogeneous, with small immigration, no negroes, and a comparatively small Indian element. In Paraguay, Peru, Bolivia and Ecuador the majority of the people are Indian. Mexico has about nineteen per cent. pure or nearly pure white population, the balance is Indian and mixed. In several of the Central American countries, notably Nicaragua and Guatemala, from sixty to eighty-five per cent. of the population is Indian. In Cuba and Porto Rico the population is two-thirds white, the balance negro and mixed. Haiti is largely negro. Santo Domingo is mainly composed of creoles of Spanish descent. Taken together, somewhat less than twenty-five per cent. of the people are of the white race. Nearly the same percentage is Indian. The majority of the population is mixed. While only these main divisions are indicated, Latin America has many other mixtures of population that have taken place in the past, such as the Moorish and Gothic strains in the Spanish blood. As new peoples are coming in, new mixtures are being formed. In several sections a large variety of peoples are being amalgamated with those of Indian and Negro blood thus far in the majority.

The three southern states of Brazil contain a German population so large and permanent as to be effecting a composite Latin-Teutonic civilization. The steamship lines plying busily to the ports of the east coast are indicative of the cosmopolitan tides of immigration and capital with their accompaniments which flow to these shores. One-fourth the inhabitants of the state of Sao Paulo, Brazil, are from Italy.

Portuguese is the prevailing language in Brazil. Spanish in most of the other countries.

The Indians, who are variously estimated to number from eight to seventeen millions, are scattered over wide areas. They number more than half the population of Ecuador, Peru and Bolivia. They belong to seventeen families and speak 180 dialects. Only three missionary societies are doing any large work among them and they present a powerful appeal of ignorance and deep need.

In general it may be considered that rather more than half the people of Latin America live on or adjacent to highways or steam transportation, that most of the remainder are to be reached only by primitive and hard itineration, and the small residuum are outside the pale of civilization.

* * *

Immigration in Latin America

Argentina in 1912 received 323,000 immigrants, the majority of whom came from Italy and Spain. From 1857 to 1913 over 4,500,000 landed, half of whom were

Italians and 2,175,000 were made up of Spanish, French, Russians, Syrians, Austrians, Britons, Germans, Swiss and Portguese; North Americans and others comprise the small remainder. Of all these, 1,180,000 returned to their respective lands, leaving behind in Argentina 2,750,000 foreign born, or about thirty-five per cent. of the population. Many Italians come to Argentina to harvest the crops and return home to cut their corn.

From 1835 to 1913, 3,000,000 immigrants reached Brazil. In 1913, 193,000 landed, the majority of whom were Portuguese, Spaniards and Russians. The government assisted 63,000. A Japanese Colonization Society has sent 11,000 laborers and settlers. There are 350,000 settlers of German descent in southern Brazil. In Uruguay, with a population of 1,225,000, the foreign-born number 181,000; the Italians leading and the Spaniards coming second. Cuba is receiving some immigrants, most of these being Spanish. British Guiana has about 130,000 East Indians and is gaining additional numbers each year. Of the 1,200,000 in Salvador, 250,000, or about one-fifth, are foreigners. In Panama, including the Canal Zone, one-seventh are foreigners. There are 35,000 Chinese and Japanese in Peru.

Summarizing, about one million immigrants entered the Latin-American countries in 1913, of whom about forty-five per cent. returned.

What about Popular Education?

Until well on into the nineteenth century education was controlled by the church in the interests of the few, either the extra endowed mentally or those with social position and influence. Six universities in South America were founded before Harvard, two almost a century before. Earnest efforts have increasingly been made by public spirited men to meet the educational needs of the masses. Public schools were founded but their development has been slow and inadequate. The result is from forty to eighty per cent. of illiteracy among persons six years of age and upward throughout this territory.

Latin America had one in twenty of its population in schools in 1912, Germany one in six, Japan one in seven. In Colombia about one person in twenty-two is attending public school. Ecuador has one in sixteen enrolled. The 800,000 Indians, forming about one-half of the population, are getting practically no education at all. While masters are obliged by law to provide a school if ten or more families are employed on an estate, yet the law is evaded. In Peru, with a large Indian population, only about eighteen per cent. of the children of school age are in school. It is estimated that two-fifths of the children live in districts so remote that the state cannot reach them. Bolivia has one in about forty of the population attending public school. The government sends out traveling teachers who spend a brief time in each village. The Central American group has three per cent. at school, Cuba ten per cent., Porto Rico twenty per cent. Chile, with a population of 3,459,951 and more aggressive than most of the other countries, has 331,636 pupils in the elementary schools, and 39,198 in secondary schools. The buildings are crowded and some children must be turned away because of lack of equipment. Argentina has developed its schools along more democratic lines. About one-tenth of the population is in the elementary schools. In some sections the government is extending education by providing portable school buildings. Every effort is being made to extend educational facilities. The Uruguayan system in efficiency and outreach is second in no respect to that of its larger neighbor. These two nations are said to expend for education a larger proportion of their national budget than any other countries in the world. The State of Sao Paulo ranks easily with them, and leads Brazil, which with a population of 24,000,000 has 635,000 pupils.

There are about four thousand Latin American students abroad, seven hundred in the United States, representing all the countries except French Guiana. As far as Christian institutions are concerned there are four in Brazil doing work above the high school grade. Aside from these there is not one other Christian institution in any other country of Latin America of college grade. Two of the great limitations hindering the development of Christian educational institutions of high-

er learning have been first, the great desire of the students to take technical courses and get into business as soon as possible. The other hindrance has been the lack of financial resources.

Is the Field Occupied?

There are 700 ordained foreign missionaries and 566 ordained Latin American workers in all the territory. Nearly half the male foreign missionaries are laymen. Nearly five times as many Latin American laymen as clergymen are classified as missionaries. There are 6,171 workers of all kinds.

The communicant church members number 257,103.

The scattered population and imperfect means of communication make adequate occupation more difficult than in some of the more densely populated mission fields.

Brazil has one missionary to 90,000 population. In northern Brazil there are seven states ranging in size from a territory equal to New Jersey to four times the state of Texas with not a single evangelical worker. In much of this the climate is deadly and the jungle is unexplored.

Colombia, the fifth republic of the southern continent in size, is not provided with a single evangelical church edifice apart from school buildings. Ecuador has one. Venezuela has two, one of these a tiny chapel. The larger, yet very modest one in Caracas, boasting a bell, is a show place of the capital for sight-seeing country folk.

Men who have traveled all over Mexico and know it thoroughly, aver that there are districts as large as the State of New York where the people are practically non-Christian and pagan. There is not a state in the Mexican Republic that does not have large districts inhabited by people who have not been evangelized; while the non-central states are full of these sections.

Even the strongest Indian missions plead for large reinforcements. Consider the Aymara field with half a million souls, five-sixths of these in Bolivia. The department of La Paz alone has more Indians than all of the United States. The prospective servants of God to this people will find no New Testament or song book in the language, only the Gospel of Luke. No grammar of the language has appeared in English. Spanish must first be learned and through that medium Aymara. This is but a hint of the barriers and entanglements still to be approached before steps toward Indian evangelization can take on much meaning among millions of many different tongues in Mexico.

In Central America three medical missionaries and one nurse minister to health, although few countries on earth need help of this character more than at least four of these. No home for orphan children is available under evangelical influences. Educational work for Spanish-speaking folk is not undertaken outside Guatemala. There is but one mission school building for girls and one for boys. Day schools are as rare as Bibles were twenty years ago. Among the Spanish-speaking and Indian people which together form the bulk of the Central American population, there are some ten church buildings, none of which can seat more than 300, the majority less than 200. The nearest approach to bookstores is the practice of several workers who procure and sell a limited number of publications. One brand of foreign whisky in one state has ten times as many propagandists as there are preachers of righteousness.

Doubt and denial of all faiths, spreading apace and unchecked among eighty millions of people, concern the Christian world. Because their present or rejected religious leaders are unable to command the intellectual confidence of the actual and potential directive minds of these nations, are they to be denied the hearing of the modern Christian position? The fundamentals of our faith have not been destroyed by scientific truth and knowledge. The universities of other civilized nations abound with students and professors in present-day science, philosophy and history who not only preserve and exercise their faith but find it vitalized by their educational processes.

Surely Latin America challenges the best that is in North American Christianity to give of its finest life to drawing these lands together in Christian faith and love.

A Priceless Offering

SAMUEL G. WILSON.

A tribute to the Rev. Samuel Graham Wilson, D.D., who died of typhoid in the midst of a great service in behalf of the suffering Armenian and Persian Refugees. Like him several other missionaries have given their lives in Western Persia since the war began.

Robert M. Labaree

ON Sunday, July 2nd, at Tabriz, Persia, one more distinguished name was added to those who in martyrlike spirit have laid down their lives for the suffering Christians of the Orient in these days of overwhelming disaster. Nor is it a stretch of the imagination, nor a straining of the term, to call Samuel G. Wilson a martyr. He had not regained his old-time vigor after the injuries incurred in a railroad wreck in this country some three years ago, and it hardly seemed as if he were in physical condition for the heavy burden of relief work; but so marked were his business abilities and so great was his influence with the Armenians of that region, that he was thought to be the ideal man to head the American Relief Committee of the Caucasus, in its overwhelming task of helping upward of two hundred thousand Christian refugees from Turkey who had gone to Southern Russia; and when the call came he could not refuse. In this work he did not spare himself, plunging in where many a younger man might have hesitated to go: and there is no doubt that in the hardships of this sort of life and its contact with unsanitary conditions he contracted the disease which ended his earthly career. Most fortunately he had come to Tabriz to purchase cattle, when he was stricken down: and so he passed away in the very station for whose success he had done more than any other one man, and among the friends whom he had won for himself by thirty-six years of unstinted devotion; and was laid to rest in the Protestant cemetery which he had secured and in which three of his own children were buried.

It was the writer's privilege and pleasure, not a month before Dr. Wilson's death, to attend a banquet given in his honor by the leading Armenians of Tabriz at their bishop's residence, and to hear the warm words of sincere appreciation spoken at that time. Well they might speak words of gratitude and praise, for there has not been a movement among them in the last generation for the betterment of their people in that region, with which he had not been identified. Nor is he mourned only by his American and Armenian friends: no one had more true friends in every walk of life among the Moslems of that city, nor had any one exerted over them a stronger Christian influence.

Dr. Wilson went out to Persia fresh from Western Theological Seminary and a post-graduate course in Princeton in 1880, when only twenty-two years of age. He took hold of the work in the early stages of its development, and there is very little in the life of the station on which he has not left the impress of his strong mind. His special task, however, was the building up of the William Thaw Memorial School, made possible by the generosity of Mrs. Thaw. For it he labored in season and out, and when he came to the United States for his furlough some four years ago, he left behind an institution of high-school grade with three hundred students about evenly divided between Moslems and Armenians. Only those who have done a similar work

in the face of the prejudice and opposition of the very ones for whose benefit our Christian education is proffered can understand how much of patient self-sacrifice that work has meant, nor how great an achievement it is.

But Dr. Wilson's interests were too broad for him to be classed as a purely educational missionary. He had the most single evangelistic purpose in all that he did. His school room rang with the most direct Gospel appeals to the minds and hearts of his boys; his voice was very often heard in the church which he himself had built, and in his countless visits to Moslem and Armenian homes he took advantage of every opportunity to speak a word for his Master. Nor was this all. There is in existence a small map, drawn by Dr. Wilson's own hand, of all the villages, large and small, lying around Tabriz within a radius of twenty-five miles. He had visited all of them with the message he loved during the busy cares of a school year. This he did, not in car and carriage, but on horseback; and he accomplished it only by making use of week-ends and holidays, when he might rightly have felt that he deserved a rest. More than this, few men have toured Northwestern Persia more widely than he.

With even this his active mind was not satisfied. Wherever he went he inquired minutely into the life, history and thoughts of the people, which observations he wrote down with care, and made the basis of his two books on Persia, "Persian Life and Customs" and "Persia's Western Missions," and of his short novel picturing Armenian life, entitled "Mariam." But the crowning and the best literary work of his career was accomplished during the past year, when he published two memorable and enduring works, "Bahaism and Its Claims," and "Modern Movements among Moslems," neither of which could have been written save for the most careful scholarship and the widest contact with the people of Persia.

There were other qualities in his character which made him an exceptionally strong and useful missionary. One of them was his great business ability which made him looked up to by missionary associate and native friend in all matters of finance, and fitted him for many a position which needed above all things shrewd long-headedness. We all had welcomed him back to Persia after his four years' absence with joy and great expectation. Freed from the care of the school, we hoped that he would be able to give his remaining years to the preparation of literature for Moslems and to personal work with the Mohammedans for which he was preeminently fitted. But One who knew better deemed his work on earth done and called him to higher usefulness.

Dr. Wilson was married in 1886 to Miss Annie Rhea, daughter of "The Tennessecan in Persia," Samuel Rhea, who left his abiding mark on the work of Urumia Station in its early years. Mrs. Wilson has been the truest kind of helper to her husband in all that he has accomplished, and she will never be forgotten by the boys of the school and the women of Tabriz on whom she has exerted the deepest spiritual influence. She and her four children can not but be borne up in this time of sorrow not only by the love and sympathy of very many in both hemispheres, but still more by the memory of the course nobly finished, of the fight well fought, and of the crown worthily won.

Ways That Win

Purpose of this Department

The name of the Department describes it. We have no cut and dried scheme. Of course, we have outlined a policy for the year, expecting that some definite phase of local church work will be considered each month, including such themes as A Local Church Inventory, The United Missionary Committee, Missionary Education, Financial Plans, The Pastor and Missions, Methods for Rural Churches, Stewardship, and Community Relationships. But we shall not be bound by any hard and fast rules.

The department belongs to the readers of this magazine. Complete stories of methods-that-work are solicited. Some plans you have tried have revolutionized officials, committees, and the church. Some methods tried in one church may not seem out of the ordinary, and yet may be entirely new to another church. Do not hesitate to send the story of all successful methods, even though you think they have been used by other churches. The success of this department will be measured by the freedom of exchange of experience and suggestions.

Where methods are presented which you think could not be successfully used in your church, send your criticism with an explanation of the conditions which seem to preclude their use. Accompany this with a statement of the plans at work in your parish.

If some adaptation of a method successfully operated elsewhere appears feasible in your church, make the adaptation and write the story of its operation and results, so that others may have the benefit of your experience.

All communications must be received at least thirty days before they can be used.

Correspondents

WE present herewith the first list of persons who, upon invitation of the editor, have volunteered to send contributions to the Ways That Win department. It is hardly necessary to express appreciation of this service. With such a staff of assistants the editor feels confident that the articles will be of the best quality. Glancing over this list of present correspondents it will be recognized that worthwhile material may be expected.

The list will be increased from month to month so that there will be even a stronger body of men, both ministers and laymen, who will be contributing to the success of the department.

FRED B. FISHER—General Secretary, Laymen's Missionary Movement.

FREDERICK A. AGAR—Methods Secretary, the Five Year Program Committee of the Northern Baptist Convention. Author of "Church Finance."

CLYDE F. ARMITAGE—Assistant Secretary, Laymen's Missionary Movement, Methodist Episcopal Church.

DAVID MCCONAUGHY—Secretary, The Assembly's Committee for the Every Member Plan, Presbyterian Church in the U. S. A.

DANIEL BURGHALTER—Field Secretary, Board of Foreign Missions, Reformed Church in the United States.

HARRY S. MYERS—Secretary Education Movement of the United States and Canada.

J. E. CROWTHER—Pastor, First Methodist Episcopal Church, Seattle, Washington.

BERT WILSON—Western Secretary, Foreign Christian Missionary Society, Disciples of Christ.

R. E. DIFFENDORFER—Secretary, Missionary Education Movement of the United States and Canada.

R. C. KEAGY—Pastor, Lyons Methodist Episcopal Church, Clinton, Iowa. .

ALBERT F. MCGARRAH—Church Efficiency Expert of the Presbyterian Church in the U. S. A. Author of "A Modern Church Program."

F. J. MICHEL—Central Division Secretary, Laymen's Missionary Movement of the United States and Canada.

JOHN LOWE FORT—National Field Secretary, Commission on Finance, Methodist Episcopal Church.

W. S. MITCHELL—Pastor, Plymouth Methodist Episcopal Church, Buffalo, New York.

HELEN P. PATTEN—Superintendent of the Department of Missions, Board of Sunday Schools, Methodist Episcopal Church.

S. W. HERMAN—Pastor Zion's Lutheran Church, Harrisburg, Pennsylvania.

Articles will not be confined to the list of official correspondents. Every reader of MEN AND MISSIONS is eligible to membership on this staff.

A Local Church Missionary Inventory

AN inventory is a reckoning. Before a missionary committee or a pastor can present an intelligent program of work there must be a clear knowledge of conditions. If a merchant considers an inventory necessary once in twelve months surely an alert church, wherever situated, will inventory its resources and problems once a year.

An inventory must include every activity of the church if the committee is to have adequate knowledge upon which to base a thorough program.

The following questions are important, and the answers will throw much light upon the entire missionary situation in the local church. Others will occur to you as you proceed with the investigation.

I. Organization

Have you a United Missionary Committee for the entire church? Is it fully organized and how? Is there a Sunday-school missionary committee? Is there a woman's home and a woman's foreign missionary society? Is the young people's society organized for the promotion of missionary interest? Are the men organized for the promotion of missionary interest? Are the men organized in any way? List the organizations at work for the promotion of missionary knowledge and interest. How are they correlated?

II. Life

How many missionaries have gone out from your church during the last five years? How many young men and women are now planning to enter college to prepare themselves for special Christian service? In how many families are fathers and mothers definitely praying, in the presence of their children, that God will lead their sons and daughters into Christian work? What definite plans have you to lead young people to dedicate their lives to Christian service?

Any church failing to send young men and women into missionary work, into settlement work, into the ministry, or into other forms of Christian service is failing in its task. Every local church should keep a record of such enlistments for life work and emphasize the call for special preparation among its young people.

III. Money

How much money in total and per capita has been contributed by your church during the last ten years? During the last five years? During the last year? How do the contributions to the various missionary and benevolent causes of the last year compare with those of two years ago; three years ago; four years ago; five years ago; ten years ago? How do you account for the increase or decrease? Has the Sunday-school increased its missionary giving during these periods? What has been the most successful method in developing missionary giving in the Sunday-school? Have the women's missionary societies been increasing their offering each year? If so, what has been the effect upon the congregational offerings for missions? Is the young people's society or any Sunday-school class contributing special funds for any form of missionary work? If so, what is the attitude of the individual members toward the regular church benevolent offerings?

Is there a higher standard of Christian Stewardship constantly developing in your congregation? What is the general attitude toward tithing? Toward property? How many sermons each year are preached on Christian stewardship? How many tithers or systematic givers are there in your church? Are those interested in tithing or systematic giving attempting to win others to any definite plan or effort? Is special stewardship literature being used? How? Have spe-

cial speakers been secured to present the matter of Christian stewardship to any group or to the congregation?

Have you conducted the Every Member Canvass for both local support and missions? With what success? Was the work thoroughly done? Did the canvassers go two by two? Did it increase the number of contributors? Were the children canvassed? Was a higher standard of Christian stewardship recommended by the canvassers? What was the effect upon the men who did the work? Do you conduct such a canvass annually? What plans of follow-up work have you?

IV. Education

What are the plans of your church for missionary education? List these plans by departments and organizations. Are there mission study classes? If so, are they doing definite work? How many are enrolled? Are there classes for men? What is your plan of educating the Sunday-school in missions? The young people's society? Have you a definite missionary educational program which you are working throughout the year and which reaches all departments of life and activity?

Is there a missionary library in the church? How old is it? Are the books out of date? Do the people use them? Is there a librarian? Is a record kept of books loaned? Is there a plan for popularizing the library?

How many distinct missionary publications are taken in the congregation? Is there any use made of this reading matter? Are subscriptions urged from the pulpit?

Do you use charts, mottoes and pictures of great missionary leaders with which to decorate the walls of some room in the church? Are these changed frequently or added to, and how is attention directed to them? In what way is the subject of missions treated from the pulpit?

V. Prayer

How much is prayer for missions stressed from the pulpit? How often are definite missionaries or stations prayed for in such a way as to actually educate the congregation during the prayer in matters of missions and to lead them out into the spirit of intercession for other races and peoples? Is the mid-week prayer service the heart of all plans for missionary prayer? Do you have monthly missionary prayer services? Are the men invited to help? The women? The young people? Are missionary prayer cycles used in the membership? Are the families of your congregation praying for definite missionaries? Are they getting acquainted by correspondence or by special support with missionaries in certain fields so that they may add them to their prayer list?

The Results

The above is a suggestion of the many fundamental questions to which attention will be called by an inventory of the missionary activities of a congregation.

A thorough survey will reveal the exact condition, whether good or bad, of all departments of church activity with regard to missionary organization, life, money, education and prayer. The inventory will form a basis for future work. Evils will be discovered that must be corrected and on the other hand victories will be uncovered which the pastor and the congregation knew little or nothing about.

The whole church should be made acquainted with the results of the investigation and a special meeting should be held where representatives of all the departments of the church will, under the leadership of the pastor, consider the conditions disclosed and map out a program of work which will correct the wrongs and take advantage of the successes. Do not let the inventory be an end in itself, but let it be an inspiration to harder work and nobler achievement.

Where America Has a Chance

Some of our greatest opportunities to make the true God known are not in distant fields.

Harry S. Myers

ON Sunday morning, February 6, 1916, I found myself standing on the great porch of the Havana Cathedral with two other men who, like myself, were strangers in that city.

Aside from the officiating priests, there had been four men at the mass which had just closed. The fourth man and the twenty women who had composed the congregation had gone their ways.

This is the Cathedral in which, it is alleged, the body of Christopher Columbus was buried for many years. It is the great cathedral of Cuba, and yet this Sunday morning congregation so keenly portrays the need of Cuba.

Forty minutes later I stood at the door of another great Catholic church as the congregation came out. Not a man appeared and not twenty women, although the auditorium of this church is capable of seating eight hundred persons.

Missionaries, Cuban preachers, and Cuban laymen, Catholic, Agnostic and Evangelical, all agree on one thing,—that the men of Cuba as a whole have no use for the Church or its priests or its ecclesiastical system.

Cuba is an island seven hundred miles long, wholly in the tropics, with a population of 2,494,104. The war in Europe has caused such a dislocation of business in Cuba that the men who were at

* * *

FOLLOWING THE CONGRESS ON CHRISTIAN WORK IN LATIN AMERICA REGIONAL CONFERENCES WERE HELD IN SEVERAL CENTERS. HERE ARE MEMBERS OF THE CUBA CONFERENCE ON THE STEPS OF THE EPISCOPAL CATHEDRAL, HAVANA.

work in the tobacco fields of western Cuba have been moved by the government to the sugar plantations of eastern Cuba, as the war has cut off the possibility of exporting as much tobacco as formerly.

Transformations Under Way.

An educational system has been inaugurated in Cuba which, with all its limitations and faults, is going to be a real national educational system; but it will take years to make it adequate. It has been necessary to build school houses, to educate and train teachers, to establish a university, to organize lower schools so that there may be student candidates for the university. With all this steady advance Cuba is coming to her own rightful place among the nations of the world.

Havana is said to be the most healthful city in the world. It was one of the dirtiest, wickedest, most unsanitary, and unhea'thful cities of the world in 1898. The transformation that has been made in the health and cleanliness of Havana is typical of what is everywhere to be met in the moral, social and spiritual life of the people.

The Opportunity of the Hour.

The men of the United States have several opportunities in our relations with Cuba:

1. Men of the United States can be Christian in all their dealings with the Cubans who come to the United States.

2. Men of the United States who go to Cuba can be Christian in Cuba.

Not very long ago a young Christian business man who had returned from Cuba was asked by the vice-president of the firm if it would be worth while to locate a salesman in Cuba, and he replied: "No, unless he is a strong, clean, moral, Christian man."

A young man who was going to Chile to make certain purchases for his firm said to me: "I want to know where the missions in Chile are that I may identify myself with them while there and that my whole conduct may be that of a Christian."

3. All of our business relationships with Cuba should be Christianized.

4. Christian literature should be sent to leading men with whom we become acquainted in Cuba.

5. A Christian educational program should be carried out adequate to the needs of Cuba.

The Coöperating Committee which was organized at the close of the Regional Conference which was held last February just following the Panama Congress, has proposed that there shall be a regional survey of the Island next February, and is asking the men in the United States to assist by furnishing the funds and the men needed to make this survey to ascertain the facts so that plans may be inaugurated for the complete evangelization of the Island.

A Contrast.

On the same Sunday in which I went to the Catholic churches mentioned above, I attended four evangelical services held in English in Havana. Not one out of the four had as small a congregation as the other two services combined; and the splendid Spanish services held on the same day had larger audiences in every instance than did those of the morning in the Catholic churches. Cuban men and women alike are responsive to the genuine presentation of the message of the Gospel.

When Will They Know the True God?

On Saturday, February 5th, I found myself in the office of a prominent man in Havana, a seeker for information. I told him who I was, why I was in Havana, the facts I desired to know, and why I wanted them. He gladly and quickly gave me all the information I needed, or told me where to get it. Then he said:

"So you are here on a missionary errand. You will find that some of the missionaries are discouraged; that they have few converts. I once knew a missionary who left religious work entirely. We men of Cuba do not believe in theology or the Church or the priests, but we do believe in God. I can illustrate

what we think by a conversation that took place the other night with my twelve-year-old son. When he came home at night the little fellow snuggled up to me as I was lying on the couch, and said:

"'Father, what do you know about God?'"

"I do not know very much," I replied.

"'Father, is there a God?'"

"Yes, my son," I replied, "everybody believes there is a God.'"

"'Father, can God do anything he pleases?'"

"Yes, he is omnipotent."

"Father, could God stop this war if he wanted to?'"

"Yes."

"'Father, is God trying to work out something in this war that we don't know about?'"

"I do not know, my son; I hope so."

"And then, after a brief silence, the boy said:

"'Father, if I were God I would stop this war.'"

"Why, my son, how would you do that?"

"'I would dampen all the powder.'"

"But soldiers have bayonets."

"'I would paralyze the arm that lifted a bayonet.'"

"Well, my son, if you dampened the powder and paralyzed the arm that lifted a bayonet, I guess you could stop the war."

"And then, after a longer silence, the little fellow snuggled up to me closer and said:

"'Father, if there is a God, if he can stop this war and won't, if he is not trying to work out something in this war that shall be for the good of all mankind, then may I never hear the Word *God* again so long as I live.'"

Then, turning to me, the father said:

"We Cubans are like this boy, and our idea of God can be considered to be like his."

I asked the man if I might make an explanation to him. The man and his stenographer both gave me the closest attention as for eight or ten minutes I explained to them what I thought about God as a Father, and about Jesus Christ as a personal friend with absolutely personal relationships with every believer, saying:

"I want to tell you about the God in whom I believe. He is a Father; he cares for all of his children. He is anxious that not one of us should drift away from him. He has given us his son, Jesus Christ, who may be our personal friend, whom I love, and whom I try to serve; who revealed the Father to us, who, himself being the embodiment of love, creates a great heart-longing of love in our lives. This is the type of God and the type of Christ that is meant for the real man. Furthermore, the evangelical Church in Cuba is trying to present this type of God and believes in easy and ready access to the Bible for every individual. Only this type of God is sufficient for the needs of any man. I want to commend to you for yourself this kind of a God, and not the kind about whom you apparently have heard."

When I had finished, the man said:

"I never heard before about a God like that."

He thanked me as we separated and he hurried away to a meeting in the president's palace.

A Noble Race

An appreciation of the Armenians whose sufferings continue unabated, by one who has labored among them for many years and knows their worth.

James P. Mc Naughton

"TO serve Armenia is to serve civilization," wrote the Honorable William E. Gladstone. But where is Armenia, and who are the Armenians? Roughly speaking, Armenia stretches from the Black Sea to the Caspian. It is now divided among Turkey, Russia and Persia. It is mountainous, with extensive and fertile valleys. The climate is salubrious, the scenery beautiful and the soil fertile.

The Armenians are of Aryan origin. They have occupied Armenia for twenty-five centuries, and have been the representatives of Western culture and civilization in Asia. Their early history is full of deeds of bravery and fortitude. They had to contend against the encroachments of the Assyrians, Persians, Parthians, Romans, and lastly against the Ottoman Turks. They are a people of wonderful ability and tenacity. Throughout all the vicissitudes of war and oppression they have maintained not only their nation, but their language. As other nations much greater numerically have passed off the stage of history the Armenians persisted in perpetuating their race and language.

They were the earliest people to accept Christianity as a race, and while they might often have purchased an easy and ignoble peace by accepting the faith of their oppressors, they have never hesitated to die for their religion. Through all the years of their Christian history they have persisted in the splendid decision of their bishops, who when pressed to accept the Persian religion replied, "From this belief no one can move us, neither angels or men, neither fire or sword. All our goods and possessions are before thee;—dispose of them as thou wilt, and if thou only leavest us to our belief, we will here below, choose no other lord in thy place. But should thou require something beyond this great testimony, behold our resolution: Our bodies are in thy hands,—do with them according to thy pleasure. We die as mortals, that we, through our death, may be placed among those who are immortal."

Before the present war there were perhaps 2,500,000 Armenians of whom 1,500,000 were scattered over the provinces of Asia Minor. For more than six hundred years they have been under Turkish rule. They are a people who love peace and peaceful pursuits. Lord Byron said of them, "Their virtues are those of peace and their vices are the result of oppression they have undergone."

They are a versatile people, showing unusual ability to adapt themselves to the needs of the times. They have risen to distinction in every walk of life. They have excelled in administrative, professional, mechanical and agricultural lines.

Lord Cromer has offered the following testimony to the genius of the race: "Armenians have attained the highest administrative rank, and have at times exercised a decisive influence in the conduct of public affairs in Egypt."

Isabella Bird Bishop says:

"They are the most capable, energetic, enterprising and pushing race in Western Asia, physically superior and intellectually acute, and, above all, they are a race which can be raised in all respects to our own level. Their shrewdness and aptitude for business are remarkable, and whatever exists of commercial enterprise in Asia Minor is almost altogether in their hands."

For centuries they have not been allowed to bear arms, they have not been allowed to fight in the Sultan's army, they have been scattered over the empire in such a way as to render concentration absolutely impossible. That they were a menace to the integrity of the empire is a

charge so preposterous that the most superficial knowledge of the situation would cast the count out of court. During the centuries under Moslem rule there has never been an uprising against the dominant race by the Armenians. If the Turkish Government ever felt that the Armenians were a dangerous element in the country, it was due not to the Armenians but to the European powers, who during recent history have wrested from the hand of the Ottomans, Roumania, Bulgaria, Servia, and Greece. The only Christian nation of importance still under Turkish rule is the Armenian. The European powers in their divided councils often united in demanding all the rights for the Armenians possessed by the ruling people, but never could unite in carrying out any plan that might be effective; with the result that the Turks oppressed the Armenian people because one day Europe might demand their freedom.

Any revolutionary movements among the Armenians were so utterly lacking in any of the elements that might render them dangerous that one is surprised that intelligent Europeans and Americans should give them any importance.

Yet this pretext has been seized by the Turks as an excuse why this most useful element in their empire should be exterminated.

If one would seek the real cause of the present attitude of the Turkish Government to its Armenian subjects it must be sought not in the fear of revolution, but in jealousy of the ability of a people so far superior to the dominant race in intelligence and enterprise, that they, out of all proportion to their numerical significance, have reached distinction in all lines of life. They are the doctors, surveyors, lawyers, professors, teachers, merchants, and bankers of the country. Real estate is fast passing into their hands. The commercial enterprises and professional preferments, indeed all callings demanding professional intelligence and enterprise, are being abandoned by the sluggish and lazy Turk to his hated rival. Another cause, and one that always operates where Moslem and Christian come into contact, is found in religious animosity. The Turk is first, last and always a Mohammedan. His imaginary superiority over all other religionists renders him intolerant where he has the power to control the situation.

The Armenian is his superior in intelligence, enterprise, and initiative, with the result that the Moslem is quietly pushed aside and his hated Christian rival is gradually but surely becoming a menace to him economically. "Turkey for the Turks" is the slogan that has been adopted by the young Turk and in the determination to carry out the policy involved, the Armenian must be eliminated. But not only the Armenian. If this awful tragedy had been successful, other objectionable elements would have met with similar treatment. But the protests from nearly every civilized people have caused the Turk to halt in his nefarious enterprise.

Our appeal is for this noble race living among a people from whom no sympathy nor help can be expected, dying by the hundreds daily through hunger, exposure and disease. Five million dollars would save this race and rehabilitate it. Our gifts have saved hundreds of thousands, but unless the stream of our beneficences continues to flow in even greater measure, the good work done will be rendered futitle. We have the most reliable men and women ministering to the Armenians in Turkey. The American consuls and missionaries are now allowed to relieve the sufferers and are busy day and night in our behalf working for God and humanity. Will we not strengthen their hands by sending them all the supplies they can profitably use?

Missiongrams

The circulation of the Bible among the soldiers in Europe has reached the unprecedented total of nearly eight million copies. These are especially appreciated by the hundreds of thousands of prisoners.

❖

Latest reports, from the Christian work being undertaken by the International Committee of Young Men's Christian Associations among the prisoners of war in Austria, Russia and other parts of Europe show that the work has taken on colossal proportions. Mr. Mott, who has just returned from visiting the prison camps, has issued a call for fifty additional men for this service.

❖

Inspiring and effective work is being undertaken for the soldiers on the borders of Mexico. The Young Men's Christian Association is calling for fifty buildings and one hundred secretaries to take care of these special activities.

❖

According to figures gathered by the *Missionary Review of the World* there were on July 1st only thirty-four missionaries remaining in their fields in Mexico. In 1910 the missionary force totaled 294.

❖

The surprisingly unexpected revolt of Arabia against Turkey is one of the striking illustrations of the disintegration of Mohammedan power. If this revolt is successful it will raise very serious issues in the Turkish Empire, not only political, but with regard to her religious control of Arabia.

❖

The Northern Presbyterian Church reports for the first time in a quarter of a century that every board closed its year with a credit balance. The figures show an aggregate increase from living donors of more than $250,000 for all the boards, and nearly half a million from all sources.

Recent reports received from Great Britain of missionary contributions are inspiring, and are an effective refutation of the false statement that the missionary enterprise is going to the wall because of the war. The Church Missionary Society reports that the receipts for the financial year recently ended amounted to £24,082 more than were received during the previous twelve months. The Wesleyan Methodist Society reports covering its expenses and clearing off a deficit. Practically all of the other societies passed through a year of unusual crisis successfully.

❖

The total receipts by the American Committee for Armenian and Syrian Relief up to August 1st total $1,035,737, and the funds are still steadily coming in. The receipts during June amounted to more than one quarter of a million dollars, considerably more than twice as much as has been received during any month of the campaign. While many thousands have been relieved the appalling necessities are nowhere near met. Funds are being remitted to Mr. Charles R. Crane, 70 Fifth Avenue, New York City.

❖

It is sometimes said that the Latin American countries have a revolution every other day. Many will be surprised to learn that the facts are that in Latin America as a whole two-thirds of the area and population have not had a serious revolution in thirty years. In other words, the lifetime of a generation has passed since serious disturbances have shaken the foundations of these nations. Chile has not been disturbed since 1891. There have been few international wars, showing a much better record than Europe during the last one hundred years. More men were killed in the first month of fighting in the present war in Europe than have been killed in one hundred years in Latin America.

The Turkish government seems to be vigorously carrying out a program to get rid of all American missionaries in Turkey. The missionaries have been evicted from Marsovan, and the beautiful buildings and equipment secured by fifty-two years of toil and sacrifice have been seized by the government. The property included thirty-seven acres of land, six large college and school buildings, a fine hospital recently completed and two new buildings in course of construction, in addition to three residences and smaller structures worth approximately half a million dollars. Although complete information is not yet available, the indications are that Sivas and Fatos and possibly other places are suffering in a similar manner. While the missionaries are being driven out the front door some are entering the territory now occupied by the Russian army in eastern Turkey.

❖

The recent roll of martyrs in the near East is one to stir the deepest emotions. The latest death, that of Dr. Wilson, while engaged in active relief work in Tabriz, is recorded elsewhere in this magazine. Others whose lives have been laid down in Christlike service are Mrs. Charles D. Ussher, Mrs. Martha T. Reynolds, Miss McLaren, Mrs. William A. Shedd, Mrs. McDowell and Doctors Knapp and Shepherd.

❖

The result of sixteen years of work by Methodist missionaries in the Philippines is most inspiring. While there have been no more than an average of ten ordained men on the field at a time so great has been the response that there is now a communicant membership of 40,000 or more than have been gathered by the Methodist Church in Mexico, South America, Italy, Porto Rico and Africa combined.

❖

Owing to war conditions, up to August 1st only one missionary had been sent out by the American Board in nine months. During August, however, quiet a large company departed for various mission fields.

Africa is being profoundly affected by the war. Vast stretches of country are armed camps. It is reported that forty per cent. of the men in Rhodesia are under arms.

❖

There is an unusual call for the Bible not only in Mexico, where 63,000 copies were sold last year, as against a normal sale of 20,000, but also among the Spanish-speaking residents of the United States, where many thousands of copies of the Bible have been circulated in recent weeks.

❖

On November 20-22 a very significant convention will be held at Harrisburg, Pa. It will be called the Pennsylvania Convention of Methodist Men. The Annual Conferences in the state are all backing the project and one of the most inspiring missionary conventions yet held is in prospect. The convention will help launch the advanced world program outlined at the Methodist General Conference held in Saratoga last May. The Laymen's Missionary Movement is helping to organize the Pennsylvania Convention and several thousand men will no doubt attend.

❖

A Christian professor in a government normal college in Japan has been asked to give a course of thirty lectures on Christianity.

❖

The newly founded Union Seminary of Canton represents the London Missionary Society, the Wesleyan Mission, the Church of England, the American Board, the United Brethren, the New Zealand Presbyterians, the Canadian Presbyterians, and the Presbyterian Church U. S. A. There are a half hundred students now under instruction, and more are applying for entrance. A fine site near Canton city has been purchased for the further development of the enterprise.

❖

A worker in Buenos Aires asked the first twenty men whom he met on the street what they knew of the Bible. They represented six nationalities and fifteen of them knew nothing whatever about the Bible, while only three had read any portion of it.

W. E. Doughty, Editor

Wm. B. Millar, Fred B. Fisher, E. W. Halford } Editorial Board

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A Word About Our Writers

MAYNARD OWEN WILLIAMS spent some time in China as a teacher in Wayland Academy. Returning to America he took a course of study at the School of Journalism in New York City and is now in the Far East as special correspondent of the Christian Herald.

❖

HARRY HUGO GUY is a professor in the Pacific Theological Seminary. He is president of the Japan Society of America and was for five years a missionary in Japan.

❖

JOHN CHAPMAN is the *nom de plume* of a salesman whose headquarters are in New York but whose field is the world. His lines of "best sellers" are known in almost every land. Big business and the Gospel are his two interests.

❖

SIDNEY L. GULICK, for many years a missionary in Japan and promoter of friendly relations with America, is now a secretary of the World Alliance of Churches for the Promotion of International Friendship.

❖

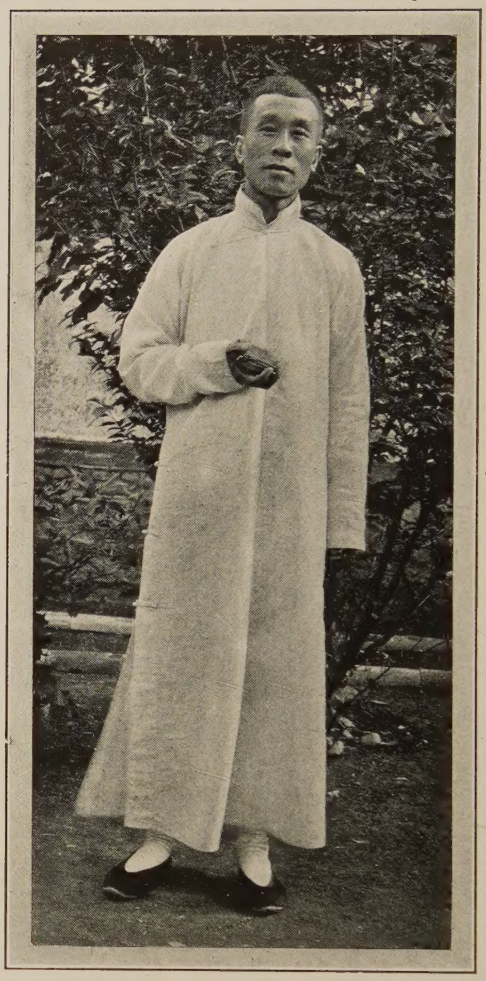
HERBERT ADAMS GIBBONS has been for some years the correspondent of several European and American papers on Turkish subjects, and is the author of *The Foundation of the Ottoman Empire* and *The Blackest Page in Modern History.*

❖

A. R. KEPLER is a Presbyterian missionary in China. A bullet, used as a watch charm, is a memento of his experiences in the Boxer uprising.

❖

NEWELL C. KNIGHT is a Chicago advertising man connected with H. Walton Heegstra Co. He became chief of police of Evanston and served without pay just to work out needed reforms in the city life.



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PRAYER MUST RE A TREMENDOUS REALITY TO A MAN WHO REMEMBERS TWO THOUSAND INDIVIDUALS BY NAME EACH DAY. ON PAGE 58 IS THE STORY OF THIS LEADER OF MEN WHO PUTS PRAYER FIRST.